

Message Text

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P 042252Z NOV 75

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, GR

SUBJECT: ASPROPYRGOS REFINERY PROJECT

REF: STATE 257838

1. ON NOVEMBER 3 LUMMUS REPRESENTATIVES INCLUDING EXECUTIVE V.P. RAMER AND FINANCIAL MANAGER KELLY MET WITH DEPARTMENT AND COMMERCE/MEPD PRIOR TO EXIMBANK MEETINGS AND SUBSEQUENT DEPARTURE FOR ATHENS. LUMMUS MOST COMPLIMENTARY OF USG ASSISTANCE THUS FAR ON ASPROPYRGOS REFINERY EXPANSION. COMPANY DISCUSSED NEED FOR CONTINUED SUPPORT FROM WASHINGTON AGENCIES AND EMBASSY, PARTICULARLY WITH REGARD TO FINANCIAL PACKAGE FOR PROJECT.

2. PER REFTTEL, LUMMUS TEAM TO BE IN ATHENS THIS WEEK. KELLY TO ARRIVE IN GREECE NOV. 4 AND WILL CONTACT EMBASSY MID WEEK. RAMER SCHEDULED ARRIVE ATHENS MORNING OF

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NOV. 7 AND DEPART NOV. L 10. MEETINGS AS REQUESTED

REF A SHOULD ALL BE SCHEDULED DURING RAMER VISIT -
PREFERABLY AFTERNOONS OF NOV. 7 AND 8.

3. LUMMUS INFORMED US OF CURRENT STATUS OF PROJECT, WHICH APPEARS TO BE MOVING AHEAD RAPIDLY. PER REFTTEL, COMPANY HAS BEEN ADVISED THAT HOESCHT APPARENTLY AGREED TO PROCEED WITH OFFSITE PETROCHEMICAL FACILITY. GOG APPROVAL IS EXPECTED SHORTLY. TAVOULARIS NOW INTENT ON BUILDING ETHYLENE/OLEFINS UNIT FIRST IN ORDER PROVIDE FEEDSTOCK FOR GERMAN PROJECT. (EMBASSY WILL RECALL TAT USG WAS INSTRUMENTAL IN PUTTING LUMMUS AND M. W. KELLOGG COMPANIES IN CONTACT WITH TAVOULARIS IN 1974 AS A RESULT OF TAVOULARIS' EXPRESSED INTEREST IN DEALING WITH CORPORATE OFFICES OF U.S. FIRMS. KELLOGG WAS TO HANDLE REFINERY AND LUBE PLANT. SINCE THIS PORTION PROJECT SEEMS TO BE ON BACK BURNER FOR THE MOMENT, LUMMUS INDEPENDENTLY NEGOTIATING ETHYLENE UNIT AND OFFSITES, WHICH IS COMPANY SPECIALTY.)

4. ACCORDING TO LUMMUS, COMPETITION FROM FRENCH TECNIP STILL EXPECTED. HOWEVER, COMPANY FEELS THAT TAVOULARIS PREFERS DOING BUSINESS WITH U.S. FIRMS AND PROCURING U.S. EQUIPMENT, PROVIDED U.S. FINANCIAL PACKAGE CAN BE ARRANGED. AT THIS POINT, EXIMBANK PARTICIPATION WILL BE KEY FACTOR IN DETERMINING SOURCE OF MAJOR EQUIPMENT PACKAGES AS WELL AS ENGINEERING SERVICES.

5. STATE AND COMMERCE HAVE ASSURED LUMMUS OF STRONG INTEREST BY BOTH AGENCIES IN PROJECT, AND HAVE PROMISED FULL SUPPORT FOR LUMMUS EFFORT. REQUEST EMBASSY DO ALL POSSIBLE TO ASSIST COMPANY DURING UPCOMING VISIT, AND TO REINFORCE WITH EXIMBANK TEAM THE NEED FOR USG PARTICIPATION IN FINANCING. KISSINGER

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